

FSC-94-B		6/5/97	
SUBJECT: First Half 1997 Wholesale Partners Program			
DISTRIBUTION:			
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<input checked="" type="checkbox"/> RSM	<input checked="" type="checkbox"/> AM	<input type="checkbox"/> RM	
<input checked="" type="checkbox"/> RBM	<input checked="" type="checkbox"/> AE	<input type="checkbox"/> Sales Rep	
<input checked="" type="checkbox"/> ROM		<input type="checkbox"/> Retail Rep	

Wholesale Partners Data Submissions:

In preparation for final SOM results determination for your direct accounts participating in the Partners Wholesale Program, please ensure your customers are aware that all data for the program period January - June 1997, must be received by MSA no later than **July 9, 1997**.

In order to qualify for Category II and Category III the direct account must have a **minimum** of 22 weeks of data submitted and "passed". Additionally, to qualify for payment of 3¢ per carton on Category I, April - June 1997, the account must have a **minimum** of 10 weeks of data submitted and "passed".

Inventory Reporting:

Please remind your direct accounts that the second quarter 1997 ending inventory (which will be the beginning inventory for third quarter 1997) must be reported on weekly data submission to MSA no later than **July 16, 1997**.

The direct accounts that do not report their ending inventory are at risk of being disqualified for the first half 1997 program and the second half 1997 program.

There are current program participants that have not yet submitted their first quarter 1997 ending inventory to MSA. If you have a customer on the attached list, you should remind your account that they have not provided first quarter ending inventory as required.

Plan Changes:

If you have a direct account that needs to change their designated Plan "A" or "G", you must send a change request to Julie Knabb via e-mail. Please include the following:

- Account Name
- Account Number
- Current Plan A/G Designation
- Change to Plan A/G Designation

The plan change will not be effective on the Partners Tracking Reports in Mercury until the following Monday after 11:00 a.m. All change requests must be received no later than Friday, **July 11, 1997**.

Program End Payment:

Administrative procedures relative to Partners Plan A/G Program end payment will be forthcoming in mid-July 1997.

Program Contact: Julie Knabb, extension #7754

R. J. REYNOLDS TOBACCO COMPANY

51843 7782

Partners' Accounts that did Not Submit 1st qtr 1997 Ending Inventory to MSA

<u>REG/DIV</u>	<u>Dir Acct #</u>	<u>Plan Code</u>	<u>Single Media</u>	<u>Account Name</u>	<u>City</u>	<u>State</u>	<u>1Q BEG INV</u>	<u>1Q END INV</u>
1226	83160	G	Y	CA Burke Inc	Roselle	NJ		N
1626	26040	G	Y	M Attea & Bros Inc	Buffalo	NY		N
1626	85940	G	Y	Herkimer-HP Brewster (aka: Butto)	Rochester	NY		N
1733	194970	G	Y	First National Supermarkets	Maple Heights	OH		N
1828	540551	G	Y	Dittman Adams Co	Fairfield	OH		N
2224	751865	G	Y	Revco Drugs-Bessemer (new acct)	Bessemer	AL	N	N
2228	253060	G		Gwinnett Wholesale Co Inc	Lawrenceville	GA		N
2637	575880	A	Y	Schwegmann Giant Supermarkets	New Orleans	LA		N
6234	227642	G	Y	Cash & Carry Groceries Inc	Chicago	IL		N
6632	335550	G	Y	King Soopers Inc.	Denver	CO		N
6923	379086	G	Y	Harvest Foods Inc	Little Rock	AR		N

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